



Doing Business With The Navy



RDML Martin Brown, SC, USN
Deputy Assistant Secretary of the
Navy
(Acquisition Management)
August 30, 2006



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The one authoritative source for DoN acquisition

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What's New on the Site

- **WELCOME to the DoN Acquisition One Source web site!** The site aims to support the broad acquisition workforce (DAWIA, other government, and industry) with the authoritative information they need. We hope the site meets your needs and you add it to your favorites. You can contact us at DoNOneSource@ati4it.com.

- **The Regulation, Policy and Guidance (RPG) Comparison Tool is now available!** The RPG Comparison Tool allows simultaneous subpart viewing of the current versions of the Federal Acquisition Regulation (FAR), the Defense FAR Supplement (DFARS), the DFARS Policy, Guidance and Information (DFARS PGI), the Navy Marine Corps Acquisition Supplement (NMCARS) and the Navy Marine Corps Acquisition Guide (NMCAG).

The **RPG tool** uses "real time" links to the source web sites to allow for the most recent and authoritative information. It was designed and developed to allow Defense acquisition professionals a way to quickly and easily research Federal, DoD, and Navy procurement regulations, policies and guidance.

- **Policy Memo: Change 03-5 to Navy Marine Corps Acquisition Regulation Supplement (NMCARS)** (M.F. Jaggard; 02/14/2005) **NMCARS (February 2005 Edition)**

- **Policy Memo: Change 03-3 to Navy Marine Corps Acquisition Guide (NMCAG)** (M.F. Jaggard; 02/14/2005) **NMCAG (February 2005 Edition)**

- The latest **"Doing Business with the Navy"** brief was given by Captain Cynthia Varner on 23 March 2005 in Biloxi, Mississippi.

Hot Acquisition Issues

- **Proper Use of Non-DoD Contracts** - Every year, DoD spends billions of dollars using non-DoD contract vehicles. This includes orders against Federal Supply Schedules and funds transferred to non-DoD activities for direct contract. However, recent DoD and non-DoD Inspector General reports address a variety of issues associated with the Department's use of non-DoD contract vehicles.

The **Office of the Secretary of Defense (OSD)** and **Congress** reacted to these findings by requiring specific approvals for use of non-DoD contracts. OSD requires that approval be obtained for use of non-DoD contracts for acquisitions over the simplified acquisition threshold effective January 1, 2005.

DoN Implementation on Proper Use of Non-DoD Contracts requires collaboration of the DoN program management, financial management, legal and contracting communities. Program and other requiring managers must seek early involvement of appropriate financial management and contracting personnel to ensure that the resultant acquisition strategy is in the best interests of the Department in terms of meeting requirements, schedule, cost effectiveness, oversight and administration, and availability of a contract vehicle within DoD.

**FIND THIS
BRIEF AT: www.acquisition.navy.mil**



Agenda

- **Navy Acquisition Environment**
- **Small Business Trends**
- **How to Market Your Business**
- **Points of Contact**
- **Summary**



Navy Acquisition Environment

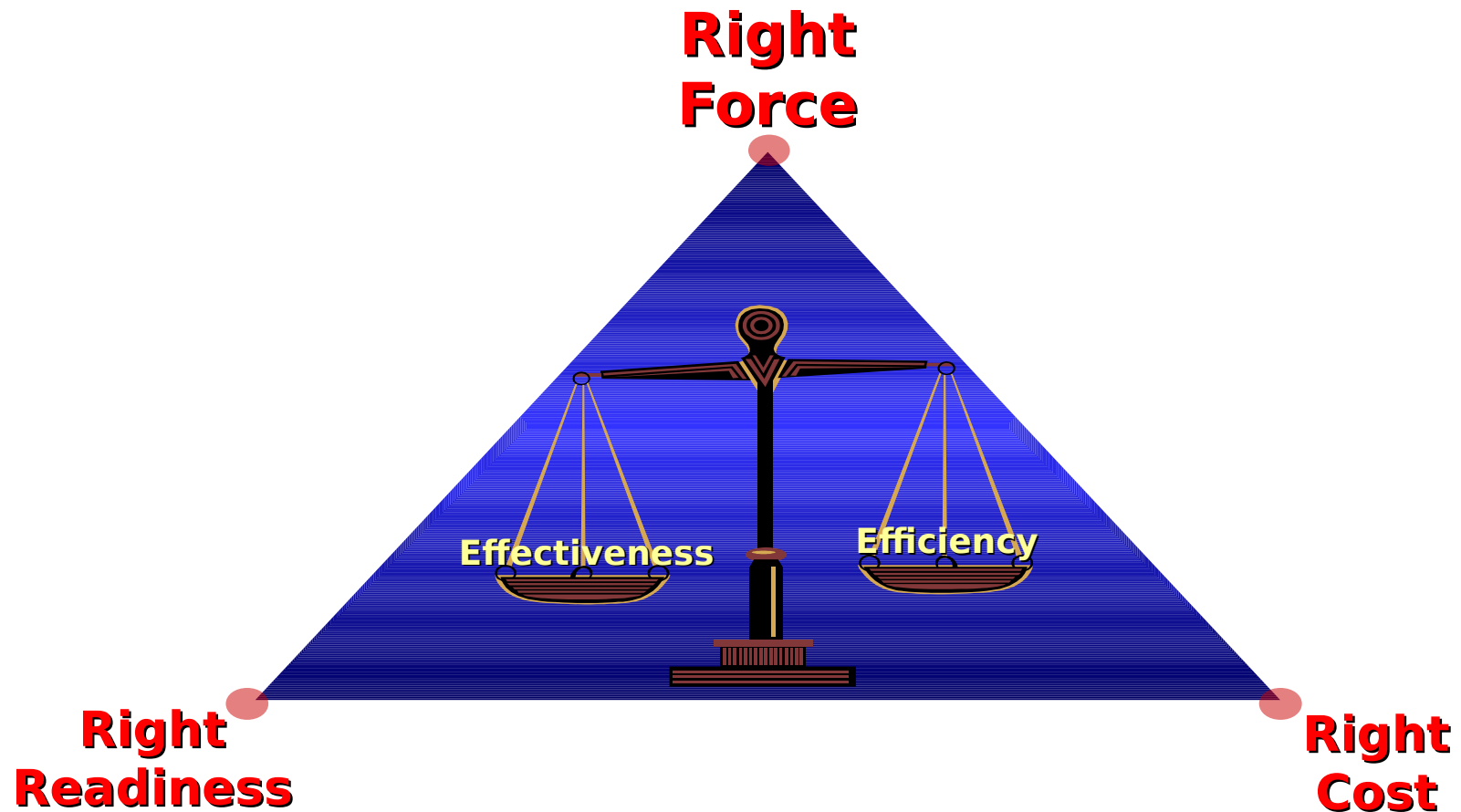
SEAPOW 21





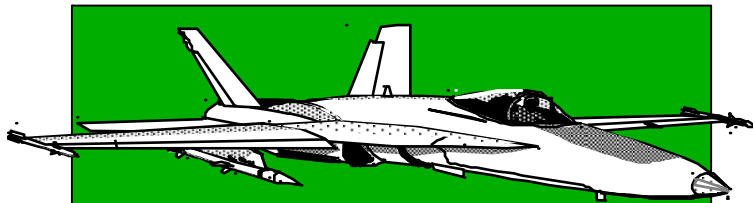
Navy Acquisition Environment

SEA ENTERPRISE





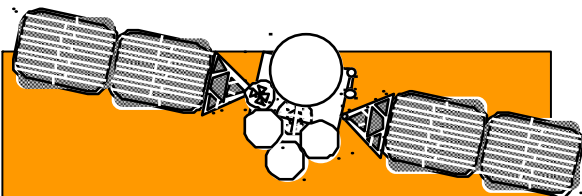
Major Navy Buying Commands



Naval Air Systems Command

**Director of NAVAIR Small Business
Phone: (301) 757-9044
Fax: (301) 757-9093**

www.navair.navy.mil



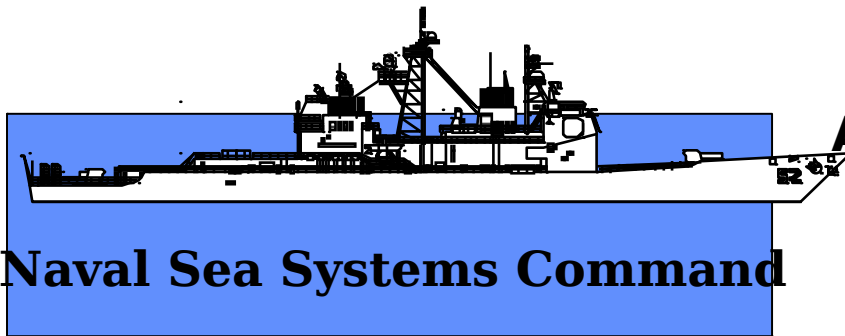
**Space and Naval Warfare
Systems Command**

**Director of Small Business Program
Phone: (619) 524-7701
Fax: (619) 524-3165**

<https://e-commerce.spawar.navy.mil>



Major Navy Buying Commands



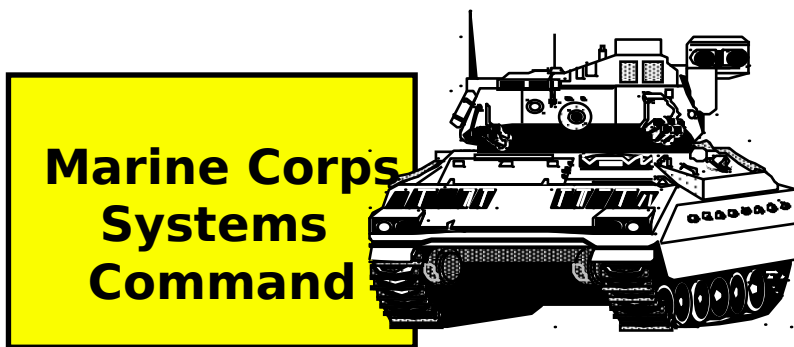
Naval Sea Systems Command

Associate Director of Small Business

Phone: (202) 781-3965

Fax: (202) 781-4772

www.navsea.navy.mil



**Marine Corps
Systems
Command**

Associate Director of Small Business

Phone: (703) 432-3950

Fax: (703) 432-3535

www.marcorsyscom.usmc.mil

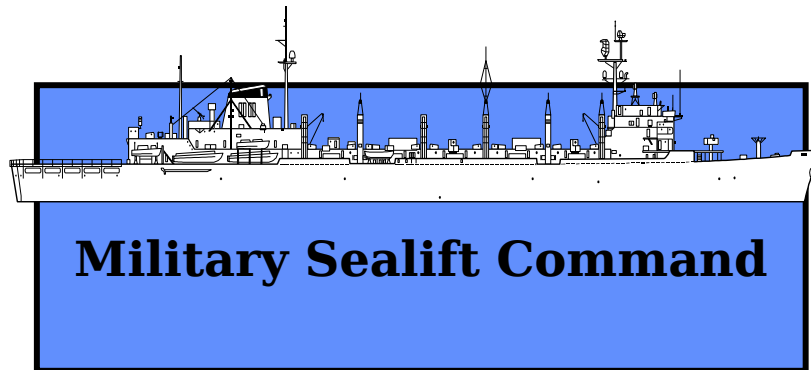


Major Navy Buying Commands



Associate Director of Small Business
Phone: (202) 685-9129
Fax: (202) 685-1485

www.navfac.navy.mil



Associate Director of Small Business
Phone: (202) 685-5565
Fax: (202) 685-5515

www.msc.navy.mil

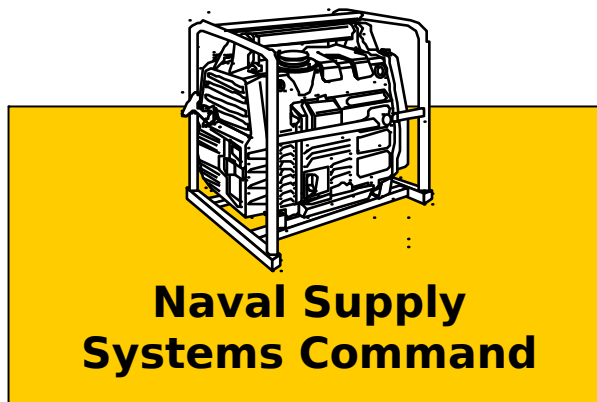


Major Navy Buying Commands



Associate Director of Small Business
Phone: 703-696-4511
Fax: 703-696-4430

www.onr.navy.mil



Associate Director of Small Business
Phone: (717) 605-3575
Fax: (717) 605-1102

www.navsup.navy.mil



Resale Opportunities

✓ **Exchanges**



www.aafes.co



www.navy-nex.com



<http://www.usmc-mccs.org/buspartners/retail.cfm>

✓ **Defense Commissary Agency (DECA)**

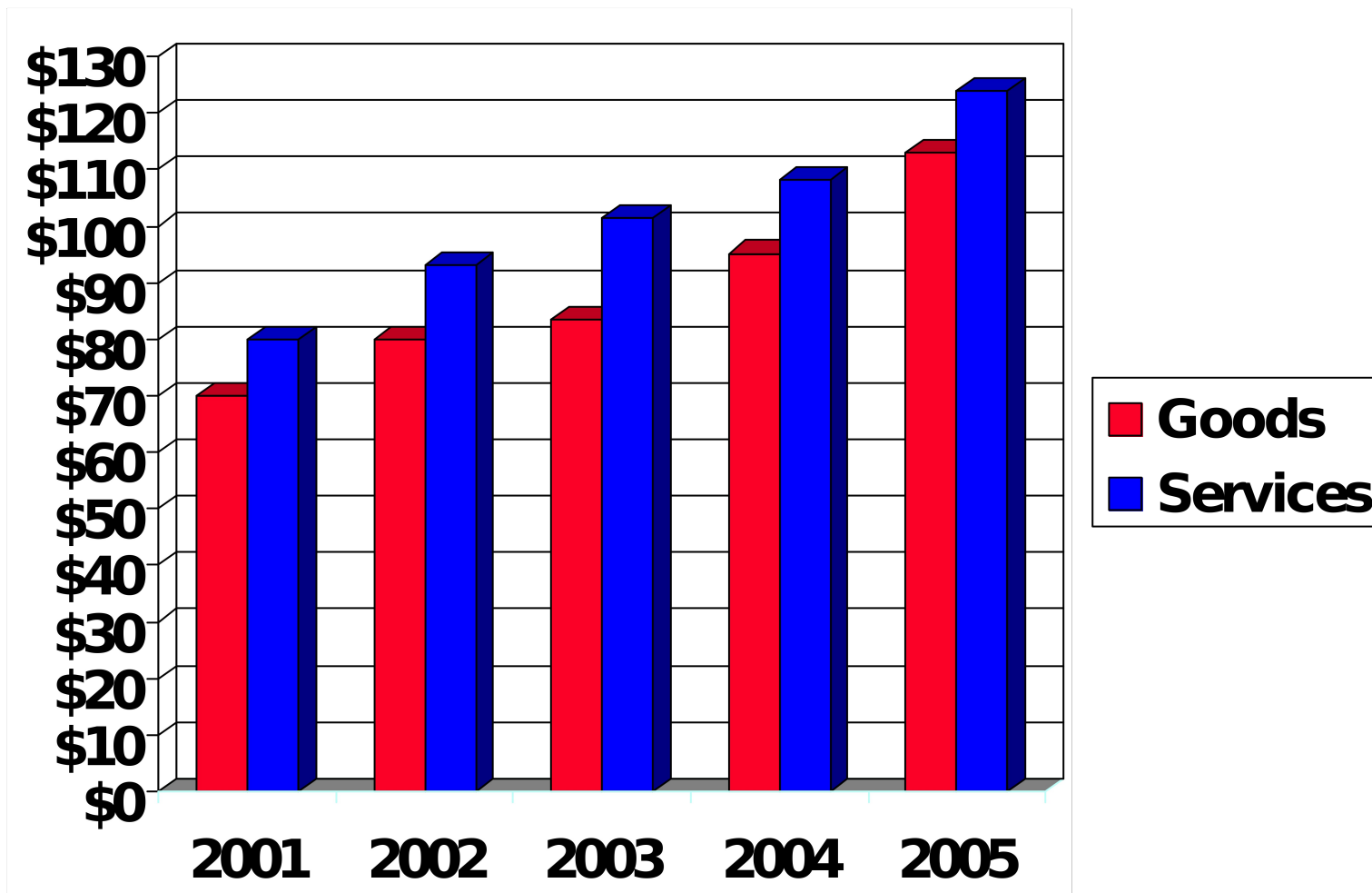


www.commissaries.com/



DoD Expenditures in the U.S. Trend of Goods and Services

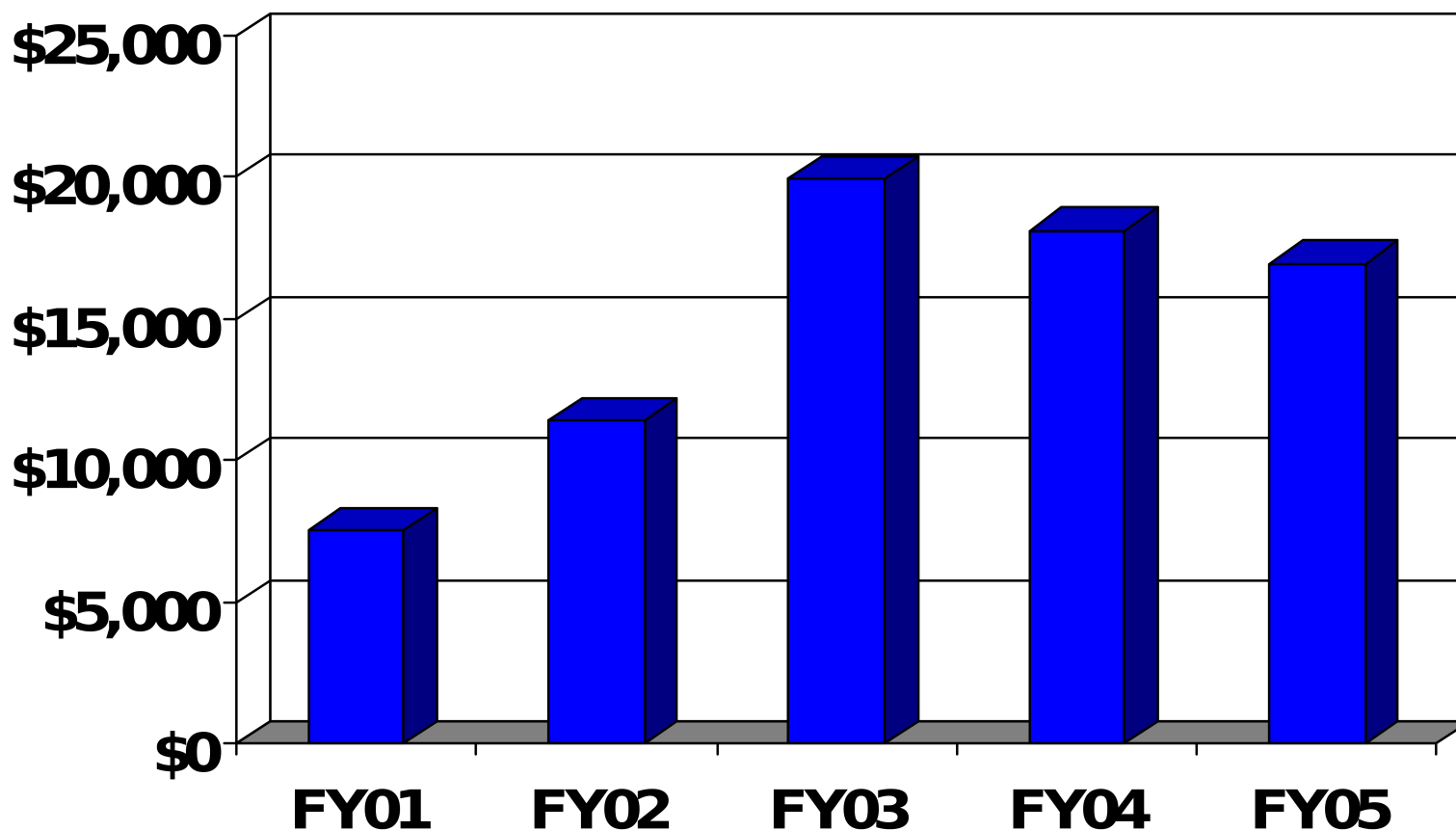
\$ Value in Billions





DoD Large Business Contracts in Texas

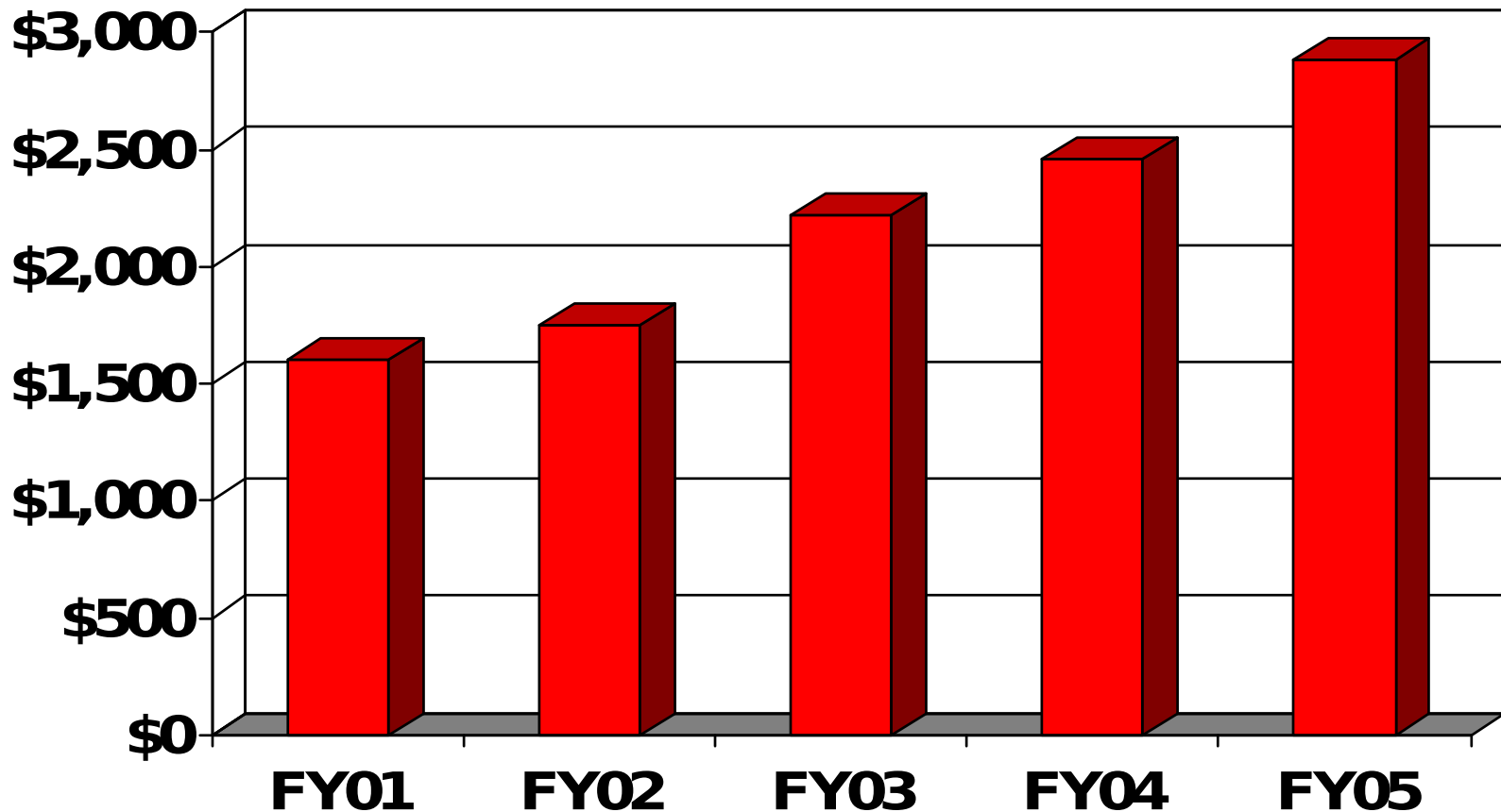
\$ Value in Millions





DoD Small Business Contracts in Texas

\$ Value in Millions





DOD BUSINESS TOP TEN IN TEXAS

LARGE BUSINESS

LOCKHEED MARTIN CORPORATION	6.01B
STEWART & STEVENSON SERVICES	1.28B
L-3 COMMUNICATIONS HOLDING, INC	1.18B
BELL BOEING JOINT PROJECT OFFICE	937M
EXXON MOBIL CORPORATION	935M
RAYTHEON COMPANY	882M
TEXTRON INC	781M
N.V. KONINKLIJKE NEDERLANDSCHE	498M
DELL MARKETING L P	475M
THE BOEING COMPANY	

SMALL BUSINESS

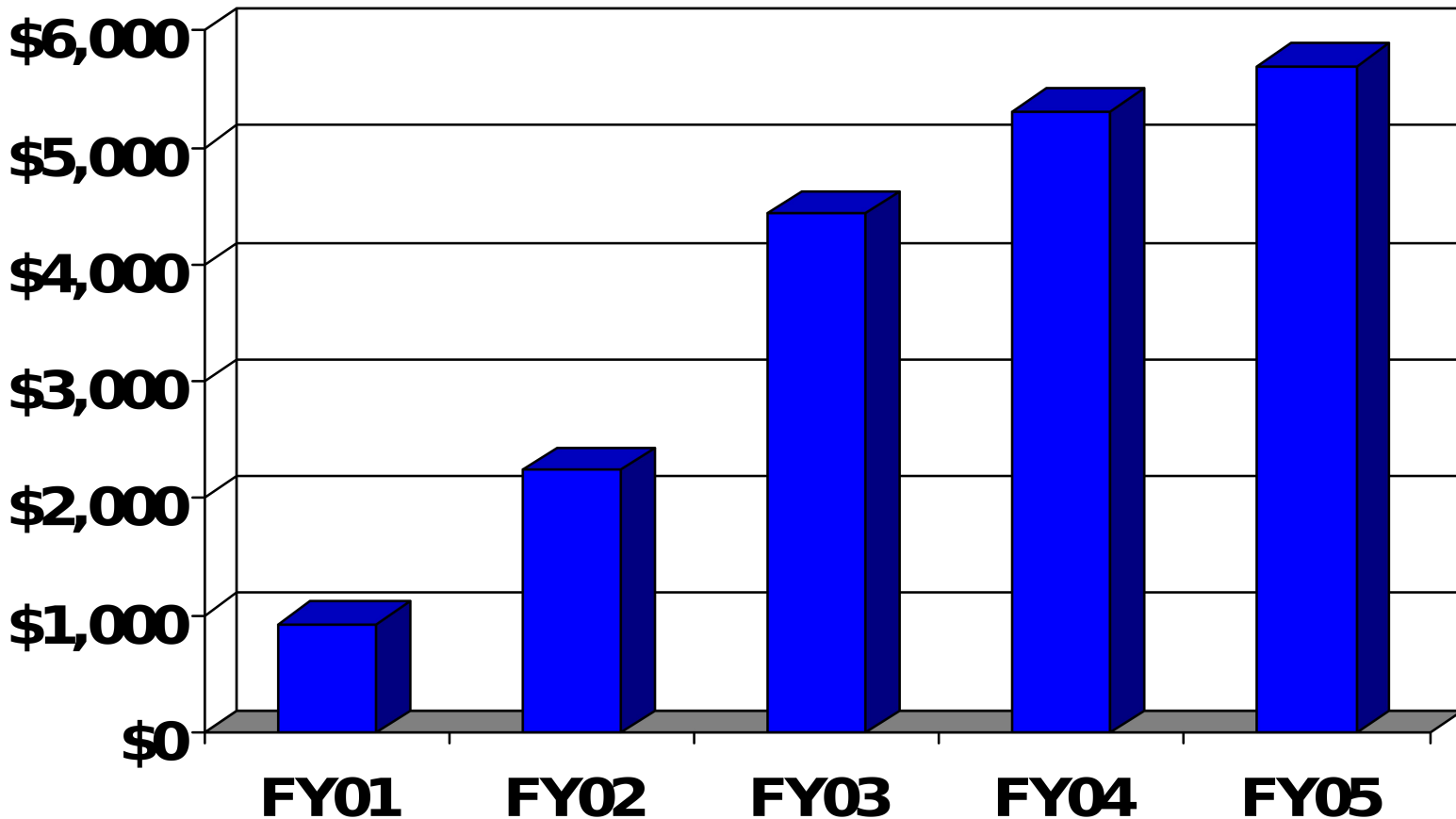
WORNICK COMPANY	177M
HOLLY CORPORATION	130M
WESTERN REFINING COMPANY, L P	98M
M7 AEROSPACE LP	90M
AGE REFINING, INC	80M
OCEAN SHIPHOLDINGS, INC	73M
MMC CORP	45M
LABATT INSTITUTIONAL SUPPLY CO	43M
THE CURE CORPORATION	38M
ON INC	31M





DoN Large Business Contracts in Texas

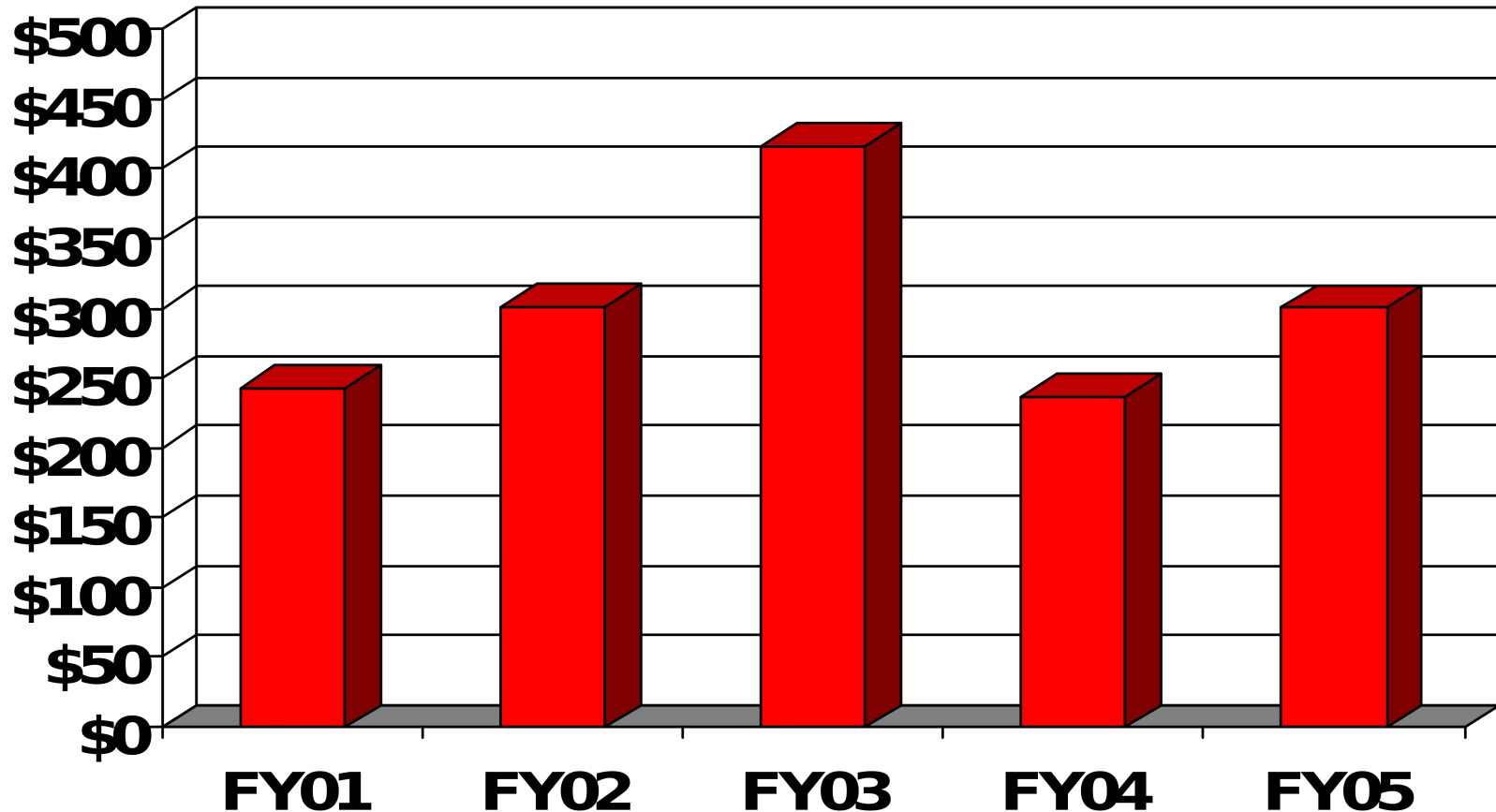
\$ Value in Millions





DoN Small Business Contracts in Texas

\$ Value in Millions





DON BUSINESS TOP TEN IN TEXAS



SMALL BUSINESS

OCEAN CHAMPION SHIPPING, INC	19M
OCEAN FREEDOM SHIPPING, INC	19M
PROBADO TECHNOLOGIES CORPORATION	13M
RELIABLE CONTRACTING GROUP, LLP	12M
OCEAN TRIUMPH SHIPPING, INC	12M
MANAGEMENT CONSULTING, INC	11M
OCEAN SPIRIT SHIPPING, INC	11M
OCEAN STAR SHIPPING, INC	10M
SYMTX, INC	8M
KLN STEEL PRODUCTS CO	7M

LARGE BUSINESS

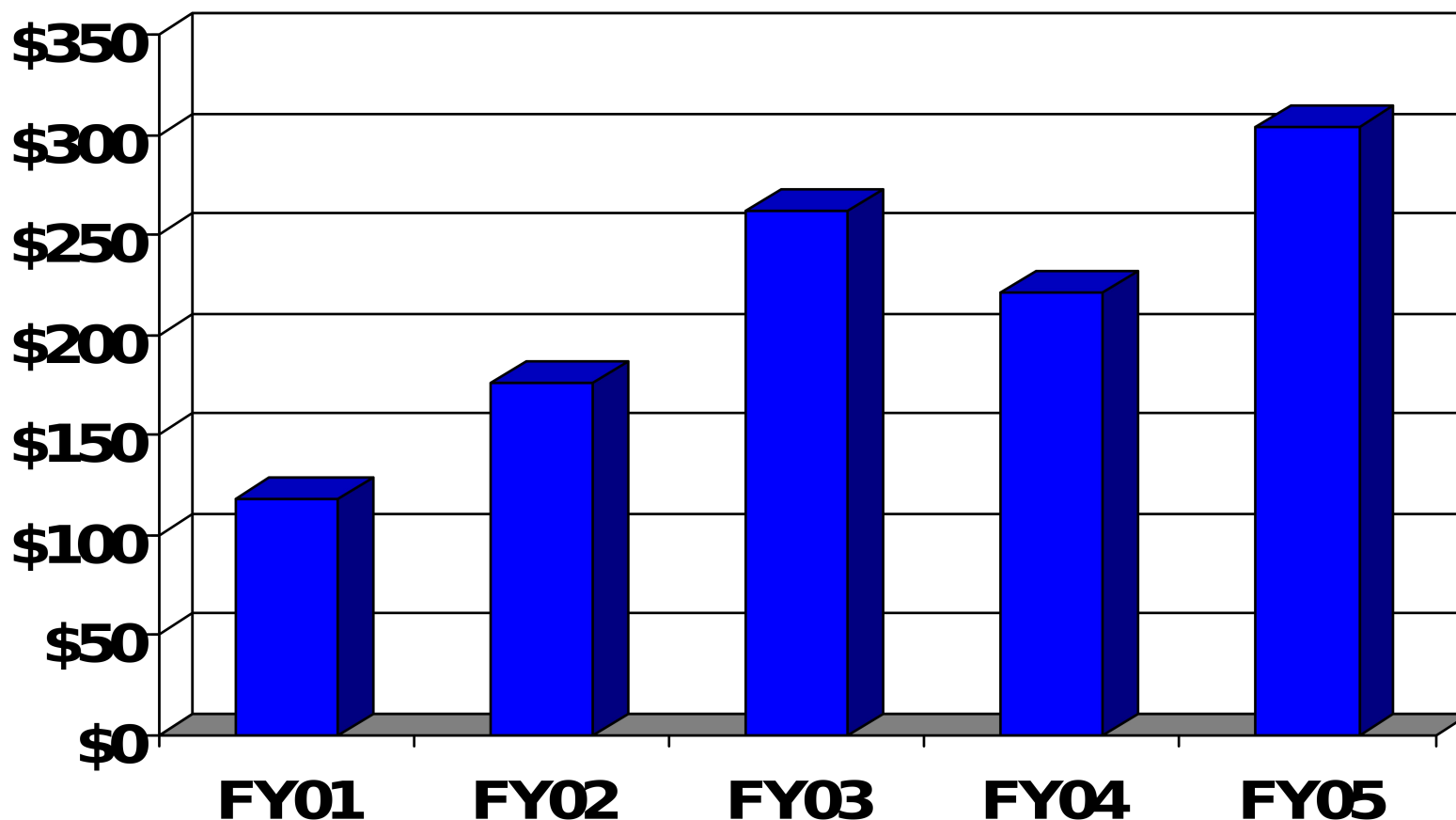
LOCKHEED MARTIN CORP	3.3B
BELL BOEING JOINT PROJECT OFFICE	937M
BELL HELICOPTER TEXTRON, INC	540M
L3 COMMUNICATIONS VERTEX	182M
RAYTHEON	
178M	
L-3 COMMUNICATIONS CORPORATION	137M
L-3 COMMUNICATIONS INTEGRATED	84M
DELL MARKETING LP	78M
LITTON SYSTEMS, INC	29M
ROCKWELL COLLINS, INC	21M





DoD Large Business Contracts in Texas District 6

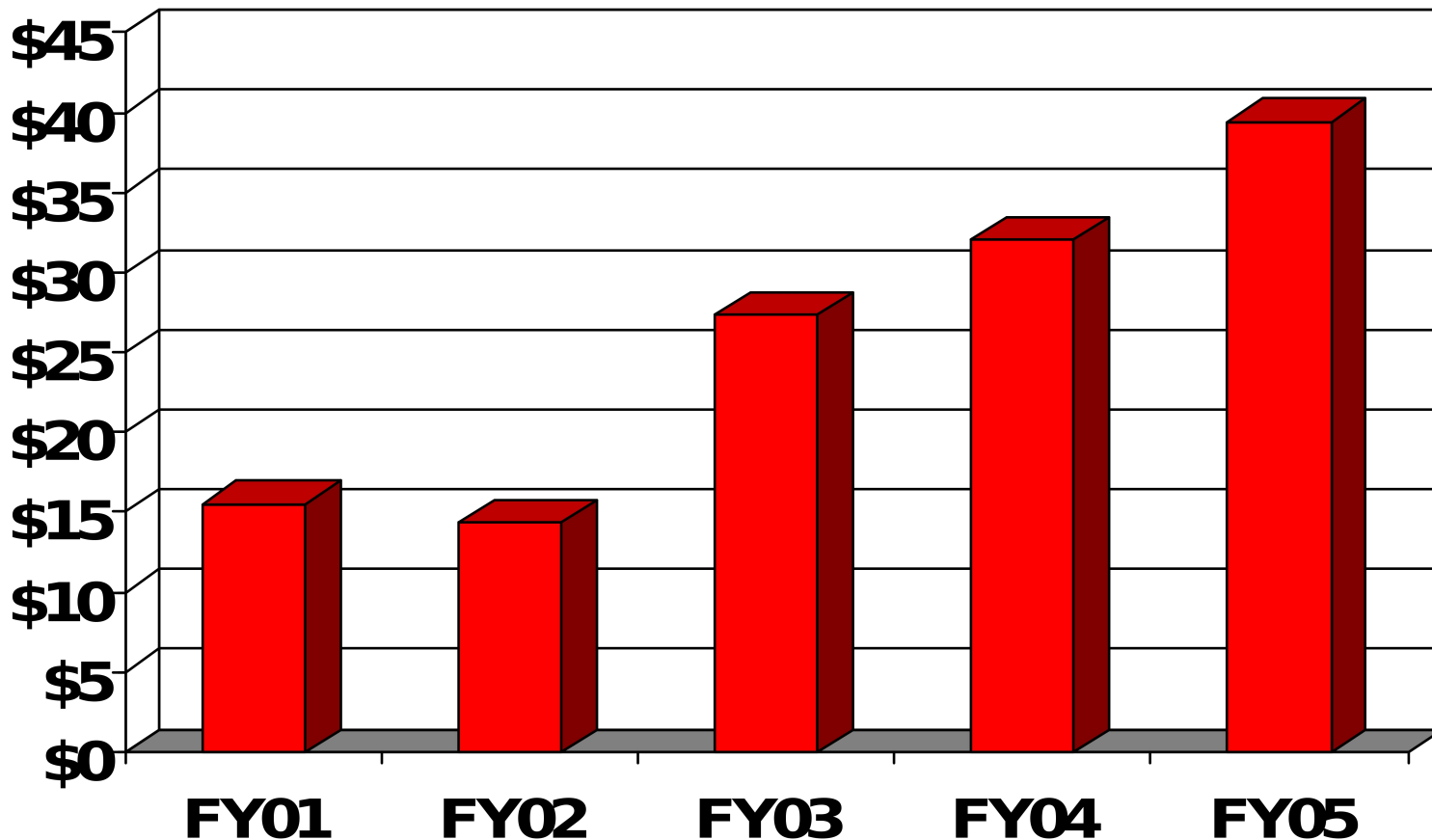
\$ Value in Millions





DoD Small Business Contracts in Texas District 6

\$ Value in Millions





DOD BUSINESS TOP TEN IN DISTRICT 6

LARGE BUSINESS

**L-3 COMMUNICATIONS CORPORATION
282M**

BIMBO BAKERIES USA 9.5M

ALCON LABORATORIES, INC 4.1M

OIL STATES INDUSTRIES, INC 2.9M

INDIAN AEROSPACE, INC 1.3M

BETA ENGINEERING, INC 975K

CARRIER COMMERCIAL

REFRIGERATION 517K

RAYTHEON COMPANY 397K

REFRACTIVEHORIZONS, L P 350K

PROGRESSIVE, INC 309K



SMALL BUSINESS

SKILLSNET CORPORATION 6.19M

GENERAL ELECTRODYNAMICS CORP 3.82M

SKYLINE INDUSTRIES, INC 3.69M

**CONTAINER MACHINERY INC
1.89M**

DEFENSE SUPPORT SERVICES, INC 1.70M

ESSNER MANUFACTURING, INC 1.49M

FALCON AEROSPACE INC 1.42M

AIRCO INDUSTRIES INC 1.15M

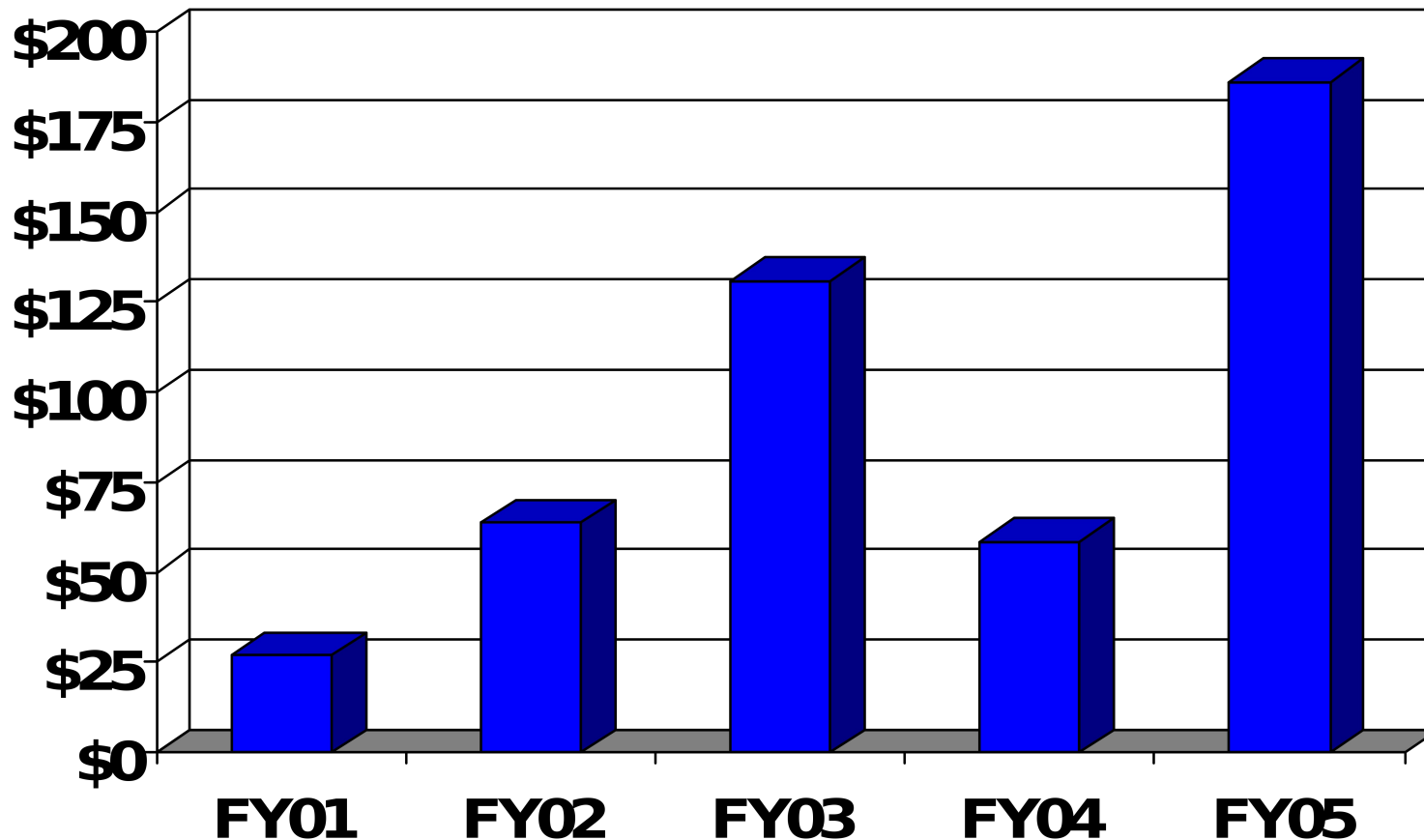
NSD SCALE COMPANY INC 1.12M

DIVERSIFIED AEROSPACE SERVICES 1.11M



DoN Large Business Contracts in Texas District 6

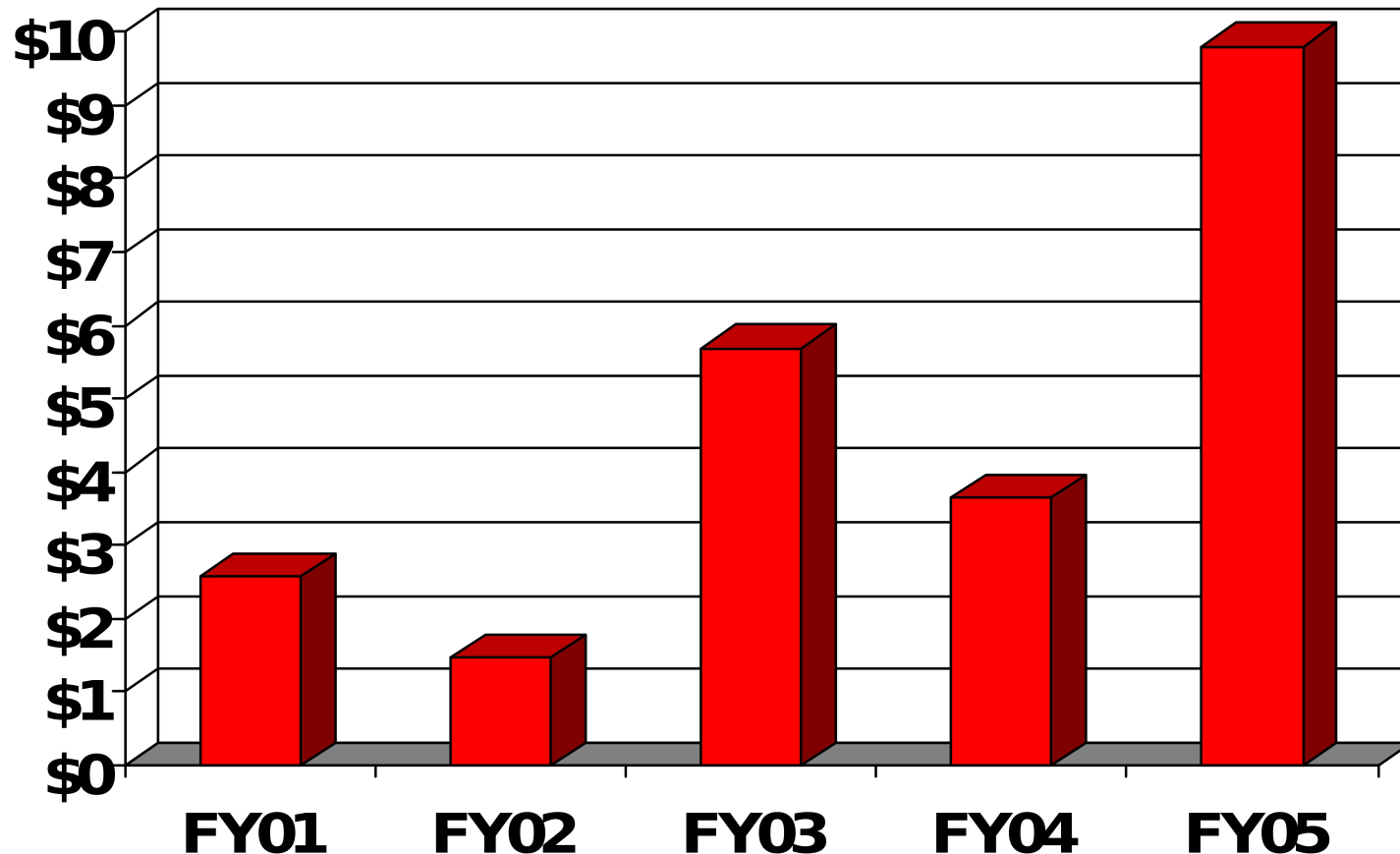
\$ Value in Millions





DoN Small Business Contracts in Texas District 6

\$ Value in Millions





DON BUSINESS TOP TEN IN DISTRICT 6

LARGE BUSINESS

L-3 COMMUNICATIONS CORPORATION	184M
OIL STATES INDUSTRIES, INC.	2M
ALCON LABORATORIES, INC	.5M
KINLEY CONSTRUCTION CO.	204K
ACCESS OVERHEAD DOOR INC	46K
ANIXTER PENTACON INC.	24K
ALCON REFRACTIVEHORIZONS, INC	15K
INTERNATIONAL DEFENSE PRODUCTS	6.5K



SMALL BUSINESS

SKILLSNET CORPORATION	6.1M
SKYLINE INDUSTRIES, INC	1.1M
OIL STATES INDUSTRIES, INC.	1.0M
GENERAL ELECTRODYNAMICS CORPORATION	33K
AIRCO INDUSTRIES INC	232K
MIL-CRAFT MANUFACTURING, INC	111K
WINSYSTEMS INC	78K
WESCO INDUSTRIES, INC.	67K
NSD SCALE COMPANY INC	61K
CORSICANA GERANIUM GARDEN	57K





How To Market Your Business

- **Register Your Firm And Products**
- **Get Acquainted With The Procedures**
- **Learn About the Marketplace**
- **Find Specific Opportunities**
- **Make It Easy For Customers**
- **Learn About
Special Programs**
- **Seek Assistance**





Register Your Firm and Your Products

◆ Register Your Company

✓ Obtain Data Universal Numbering Systems (DUNS)

☐ http://www.dnb.com/US/duns_update/index.html

✓ Obtain Commercial and Government Entity (CAGE) Code

☐ <http://www.dlis.dla.mil/cageserv.asp>

✓ Register in the DoD Central Contractor Registration (CCR) System

☐ www.ccr.gov

✓ Federal Supply Classification Code (FSC)



✓ <http://www.usabid.com/resources/tables/ps>
North American Industry Classification System (NAICS)



<http://www.sba.gov/size/indexableofsize.html#naics> dete



Get Acquainted with the Procedures

- ✓ **Federal Acquisition Regulation
(FAR)**

☐ www.arnet.gov/far

- ✓ **Defense Federal Acquisition
Regulation Supplement (DFARS)**



[http://www.acq.osd.mil/dpap/dars/dfars/index.](http://www.acq.osd.mil/dpap/dars/dfars/index.htm)

- ✓ **Navy Marine Corps Acquisition
Regulation Supplement (NMCARS)**

<http://acquisition.navy.mil/navyaos/content/view/full/>



Learn About the Marketplace

✓ Buying Commands

✓ Other Navy

☐ www.hq.navy.mil/sadbu/HCA.htm

✓ Other Services

☐ www.sellingtoarmy.info

☐ www.selltoairforce.org

✓ DoD



http://www.acq.osd.mil/osbp/doing_business/index.htm

Purchased



ST28 Report - Sorted by FSC

web1.whs.osd.mil/peidhome/procstat/procst



Find Specific Opportunities

✓ **Navy Electronic Commerce Online (NECO)**

☐ www.neco.navy.mil

✓ **Federal/DoD Business Opportunities**

☐ www.fedbizopps.gov

☐ <https://emall6.prod.dodonline.net/main/>



✓ <http://progate.daps.dla.mil/home/>

Subcontracting Resources



☐ http://www.acq.osd.mil/osbp/doing_business/index.htm

☐ www.sba.gov/GC/indexcontacts-sbsd.html



Make It Easy For Your Customers

✓ Federal Supply Services (FSS)

☐ www.fss.gsa.gov

✓ Government Charge Card Program

☐ www.fss.gsa.gov/services/gsa-smartpay
> Using GSA > GSA SmartPay



Small Business Emphasis Programs

- ✓ **Mentor-Protégé**
- ✓ **Small Business Innovation Research**
- ✓ **Women-owned Small Business Program**
- ✓ **HubZones**
- ✓ **HBCU and other Minority Institutions Program**
- ✓ **Veteran Owned Small Business Program**
- ✓ **Native American Incentives**

www.acq.osd.mil/osbp/overview/index.htm



Business Partner Network



Go Directly To:

- Central Contractor Registration (CCR)
- Federal Agency Registration
- Online Representations and Certifications Application (ORCA)
 - Vendor
 - Public
- Past Performance Information Retrieval System (PPIRS)
- Excluded Parties Listing System
- EEO Pre-Award Clearance

The Business Partner Network is the single source for vendor data for the Federal Government.

The BPN is a search mechanism that provides unprecedented views into several key databases across Federal Agencies.

The Small Business Administration seeks your comments.

Important information about your Average Number of Employees & Average Annual Receipts in your CCR Registration.

The one-year average number of employees for your entire firm includes those of all affiliates worldwide, and is its average number of persons employed for each pay period over the concern's latest 12 months. Any person on the payroll must be included as one employee regardless of hours worked or temporary status. The number of employees of a concern in business under 12 months is based on the average for each pay period it has been in business. For more information see:
<http://www.sba.gov/size/part121sects.html>

The three-year average annual receipts (AAR) means "total income" or "gross income" plus "cost of goods sold" as reported to the IRS tax returns and includes those of all affiliates world wide. The AARs are calculated based on your firm's last three completed fiscal years. Travel, real estate and advertising agents, providers of conference management services, freight forwarders, customs brokers and tour operators may deduct amounts they collect on behalf of another. If a concern has not been in business for three (3) years, the average weekly revenue for the number of weeks the concern has been in business is multiplied by 52 to determine its average annual receipts. For more information see:
<http://www.sba.gov/size/part121sects.html>

Upcoming Events

1	2	3	4	5	6
7	8	9	10	11	12
13	14	15	16	17	18
19	20	21	22	23	24
25	26	27	28	29	30
31					





www.bpn.gov



Available Help - SBA



Offices Providing Assistance To Small Businesses For Defense Procurement

**Small Business Administration
Dallas District Office
4300 Amon Carter Blvd., Suite 114
Fort Worth, Texas 76155
(817) 684-5500 Phone
(817) 684-5516 Fax**

www.sba.gov/tx/dallas/



Area DoD Small Business Representatives

Navy

Director of Acquisition

Phone: 817-782-7086

Fax: 817-782-7680

Email: gloria.estrada@navy.mil

Army

Phone: 903-334-2604

Fax: 904-334-4141

E-mail: rspeasrman@redriver-ex.ar

Air Force

Small Business

Specialist

1710 Burke Ave, NAS

JRB

Fort Worth, Texas

76127

Phone: 817-782-7315

ext. 237

Fax: 817-782-5371

Small Business Specialist

Phone: 940-676-4138

Fax: 940-676-7829

Email: Tandy.weaver@sheppard.af.m



Area Procurement Technical Assistance Centers

DEPARTMENT OF DEFENSE Procurement Technical Assistance Centers



The Defense Logistics Agency, on behalf of the Secretary of Defense, administers the DoD Procurement Technical Assistance Program (PTAP). PTA Centers are a local resource available at no or nominal cost that can provide assistance to business firms in marketing products and services to the Federal, state and local governments .

- www.dla.mil/db/procurem.htm**
- www.aptac-us.org/new**



Share Your Thoughts

Office of Small Business Programs of the
Department of the Navy

Washington Navy Yard, Building 36
720 Kennon St., SE

Washington, D.C. 20374-5015

Phone: (202) 685-6485

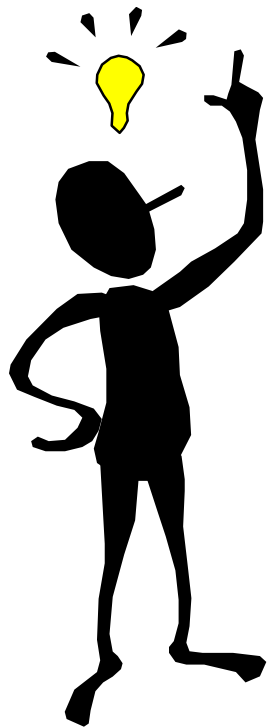
Fax: (202) 685-6865

www.hq.navy.mil/sadbu



Doing Business With The Navy

Web Sites to Remember...



www.acquisition.navy.mil

(site for this presentation)

www.acq.osd.mil/osbp

www.hq.navy.mil/sadbu

www.gsa.gov

www.bpn.gov

www.sba.gov

www.fedbizopps.gov



Doing Business With The Navy



Thank You